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2022

FY22 Results Presentation

For the full-year ended 30 June 2022



26 August 2022

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Agenda

- 1 Business Update
- 2 Financial Results
- 3 Conclusion & FY23 outlook
- 4 Q&A



Mike Veverka
CEO and Founder



David Todd
CFO

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Business update



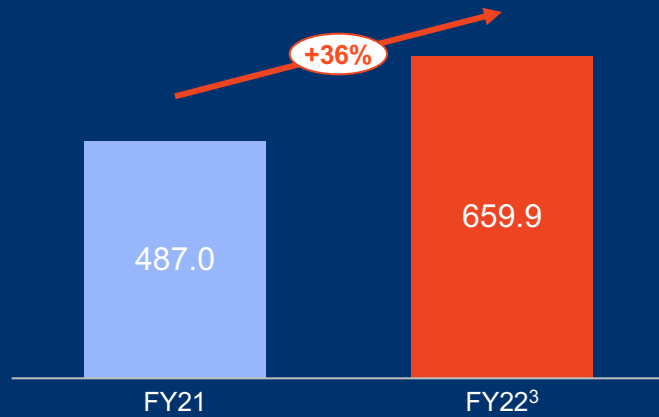
Mike Veverka
CEO and Founder



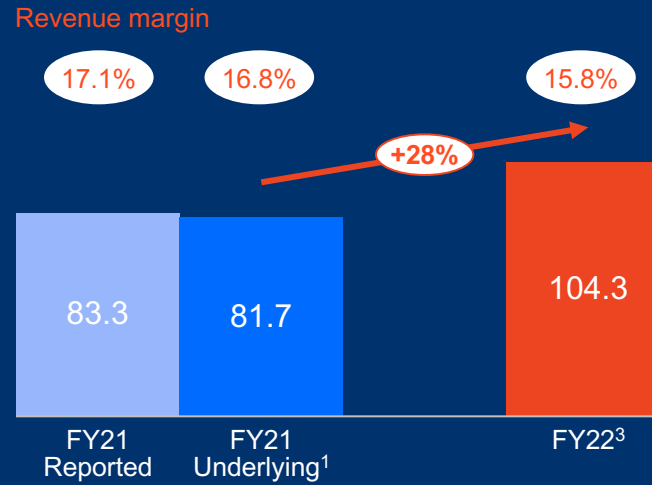
FY22 Group result overview

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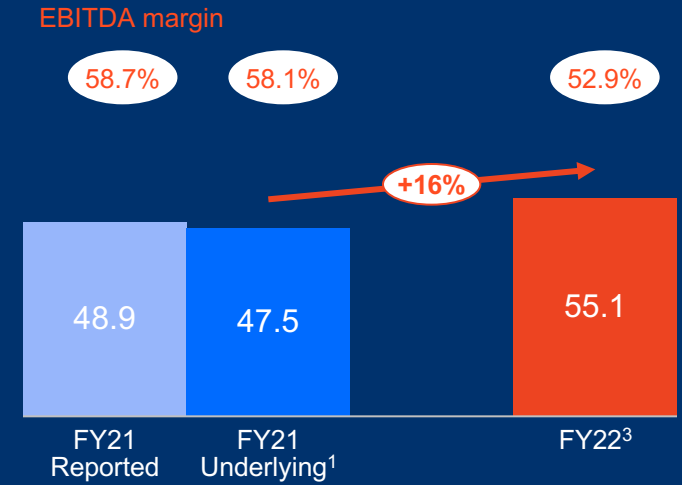
TTV (\$m)



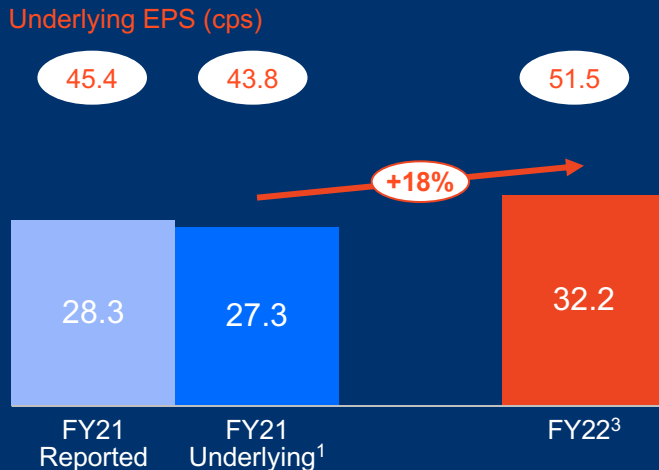
Revenue (\$m)



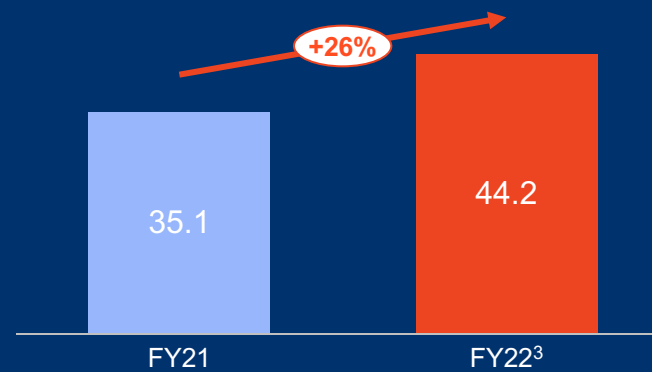
Underlying EBITDA² (\$m)



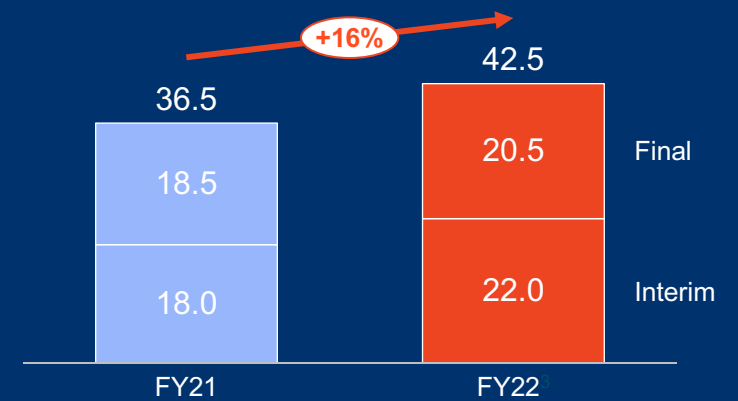
Underlying NPAT² (\$m)



Operating cashflow (\$m)



Dividend declared (cps)



1. Adjusted to reflect the effect of Western Australia customers (originally reported within Lottery Retailing at a ~20% revenue margin) transferred to SaaS, effective 21 December 2020 (at a 9.5% revenue margin).
 2. Reported EBITDA and NPAT adjusted for one-off costs of \$1.6m and \$1.1m in FY21 and FY22 respectively.
 3. FY22 figures include one-month contribution from Stride (TTV: \$9.1m, Revenue \$0.6m and EBITDA \$0.1m).

Executing on our strategy



Lottery Retailing

Record result underpinned by improved jackpots and customer activity



SaaS

All SaaS clients **performing well**, driven by **'Powered by Jumbo'**



Managed Services

Expanded international footprint via acquisitions of Stride and StarVale¹



Capability

Established **strong foundations** and capabilities to **grow**



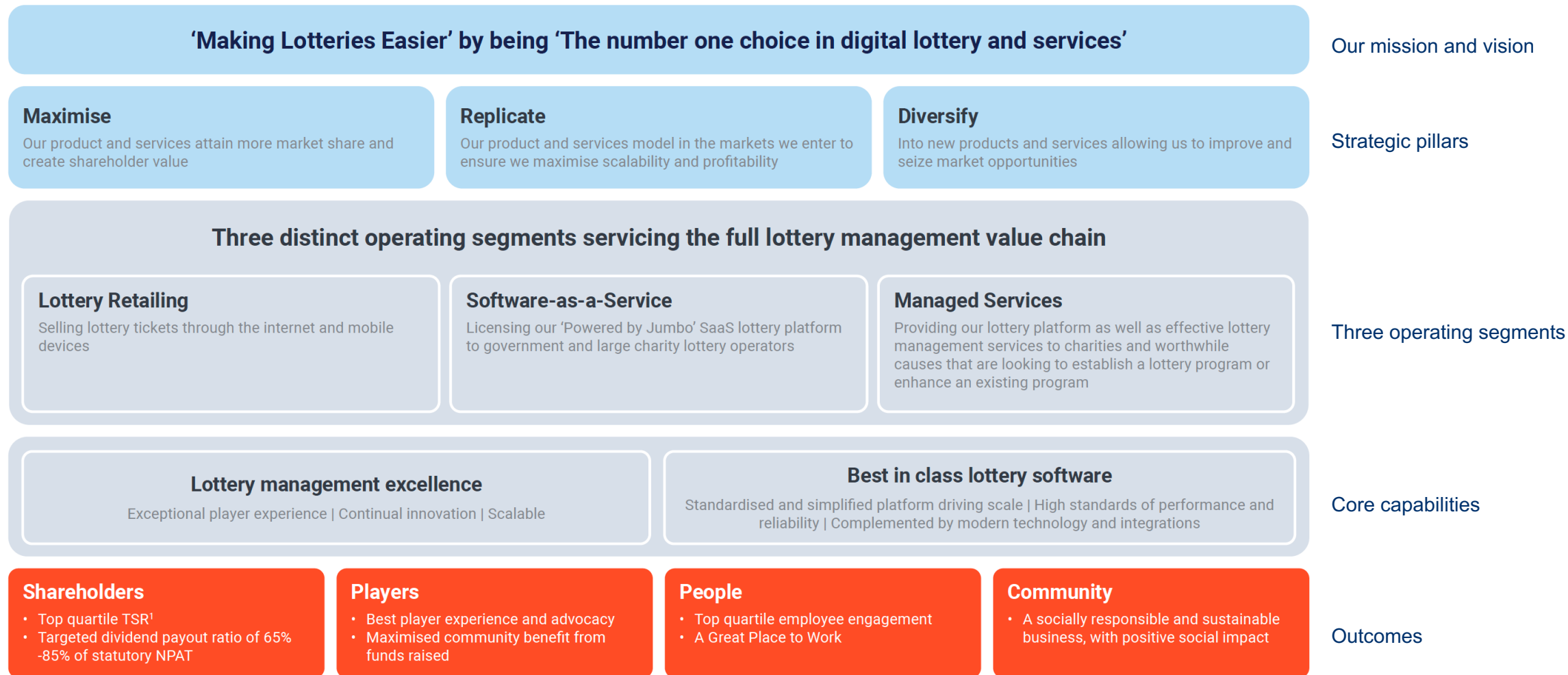
Balance sheet

On-market **share buy-back** of up to \$25m

Strong balance sheet and **flexibility** to support **growth**

1. Pending regulatory approval, expected by the end of Q1FY23.

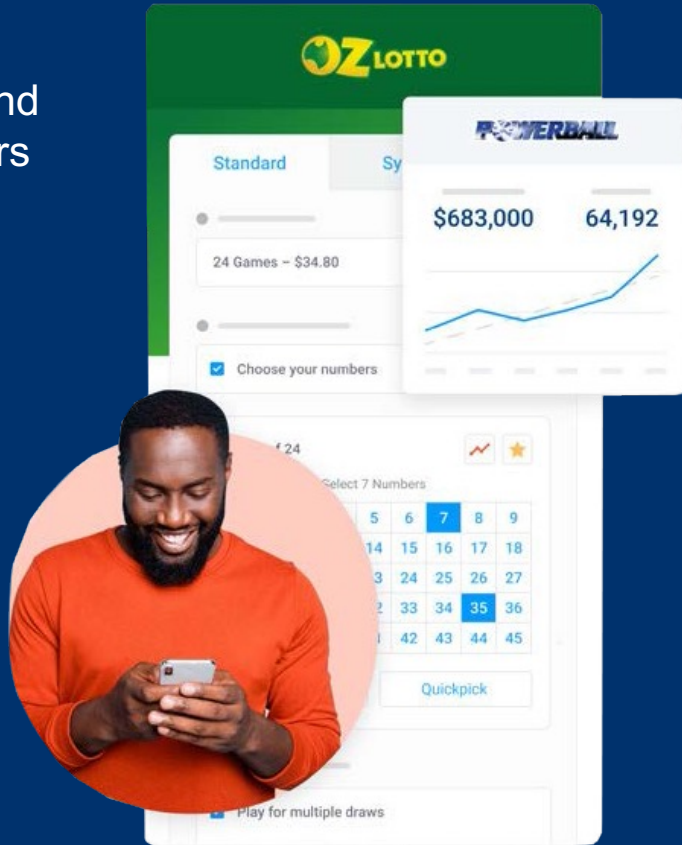
A clear strategy and operating model to deliver sustained growth



1. Vs S&P/ASX 300 Accumulated.

We are a digital lottery specialist

Providing our best in class lottery software platform and lottery management expertise to the charity and government lottery sectors in Australia and globally.



1. Does not include StarVale (pending regulatory approval, expected by the end of Q1FY23).

We exist to make lotteries easier by being the number one choice in digital lottery and services



Founded in 1995 and listed on the ASX in 1999



>3 million active players¹ across Australasia, UK and Canada



190 employees¹ across Australasia, UK and Canada

Our **three** operating segments

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Lottery Retailing ¹

Jumbo is a fully accredited retailer of Australian digital lottery tickets through Oz Lotteries.



Software-as-a-Service (SaaS)

We license our 'Powered by Jumbo' (PBJ) digital lottery platform as a SaaS solution to government and charity lottery operators in Australia and globally.



Managed Services

We provide our lottery platform and lottery management services to charities and worthwhile causes that are looking to establish a lottery program or enhance an existing program.

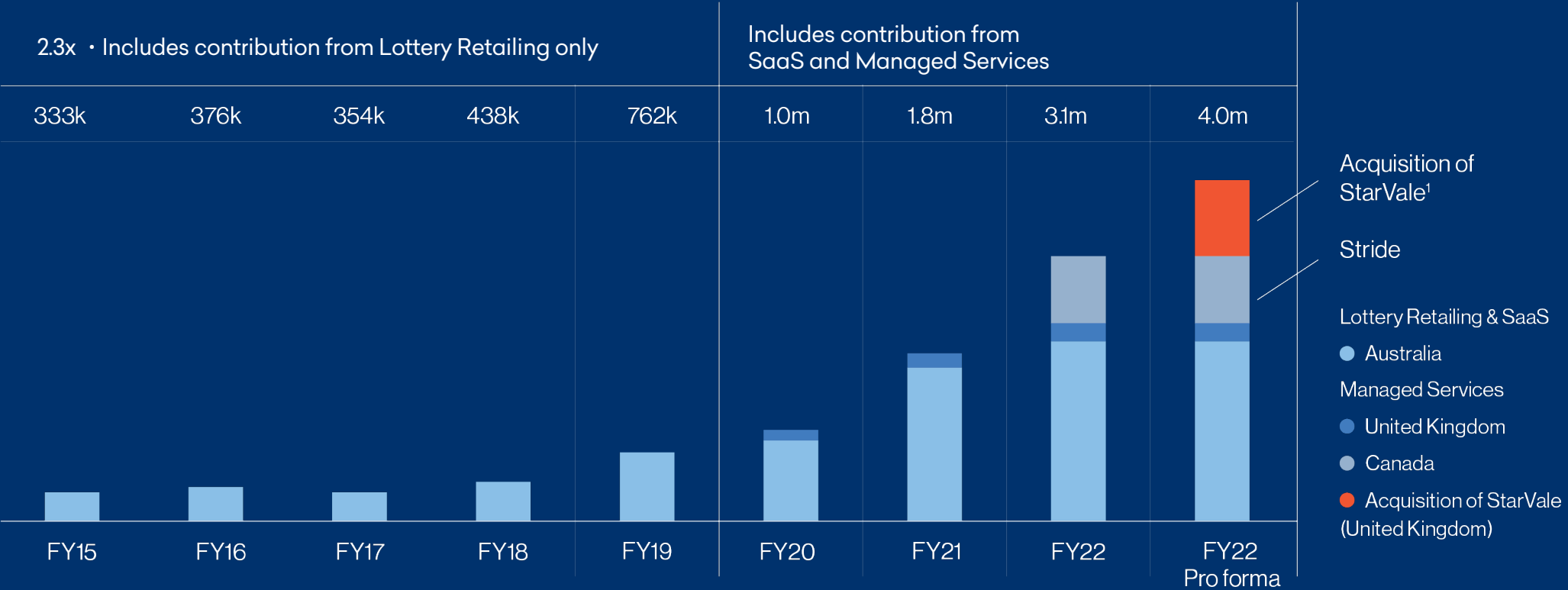


1. Jumbo is an authorised reseller of lottery tickets via an agreement with The Lottery Corporation (TLC, previously Tabcorp). In August 2020, Jumbo extended its long running re-seller agreement with The Lottery Corporation for a further 10 years to August 2030. The agreement does not cover the states of Queensland (due to small business restrictions limiting lottery agencies to businesses that employ less than 50 FTE) and Western Australia (where Jumbo has entered into a SaaS agreement to provide our proprietary lottery software platform and services for up to 10 years). The trademarks are licensed to Jumbo under the agreement with The Lottery Corporation.

Active players provide the **foundation for future growth**

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Active players who made a purchase in the 12-month period (FY15 – FY22)



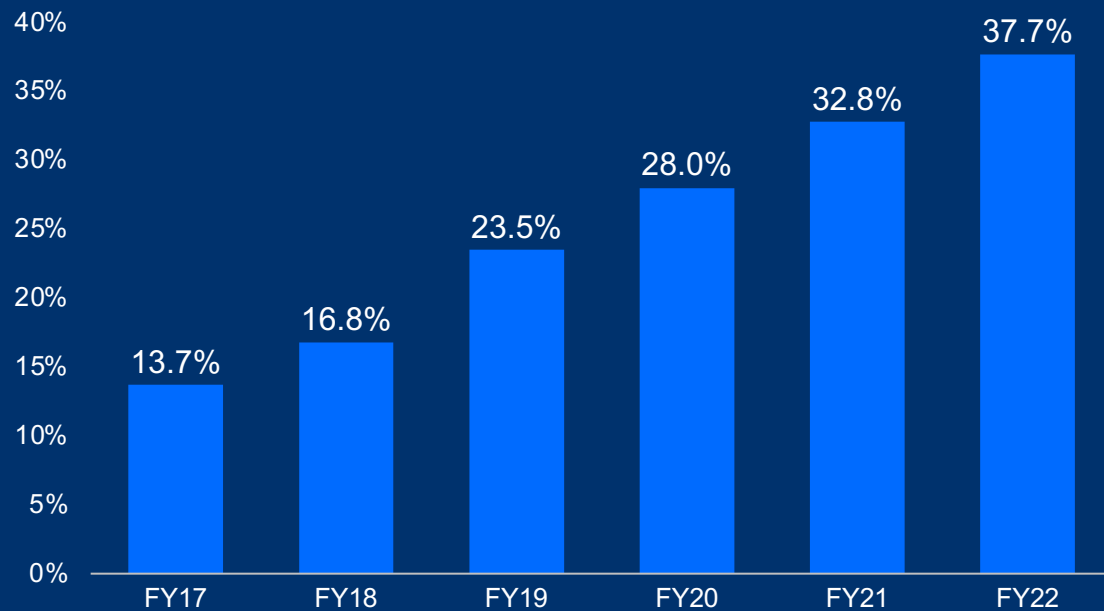
1. Pending regulatory approval, expected by the end of Q1FY23

Lottery Retailing

- Australian digital sales of lottery tickets up to 37.7% (1H22: 36.7%)
- 43 large jackpots (Oz Lotto/Powerball \geq \$15m) (1H22: 23 jackpots)
- Average value per large jackpot up 27.8% to \$40.7m (1H22: \$37.8m)

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% of AUS lottery sales through the online channel¹



Aggregate Division 1 Jackpots² (\$m)



1. Source: The Lottery Corporation FY22 Results Presentation.
 2. Oz Lotto/Powerball jackpots.

Lottery Retailing

- 395,916 new players for the 12 months ended 30 June 2022, up 63% vs pcp (FY21: 243,206¹)
- \$18.33 cost per lead for the 12 months ended 30 June 2022, down 10% vs pcp (FY21: \$20.42¹)
- 918,832 active players for the 12-month period ending 30 June 2022, up 20% vs pcp (FY21: 766,263¹)
- \$475.13 average spend per online active player for the 12-month period ending 30 June 2022, up 12% (FY21: \$424.29¹)

Oz Lotteries Moving Annual Total (MAT)¹ TTV – by Fiscal Quarter



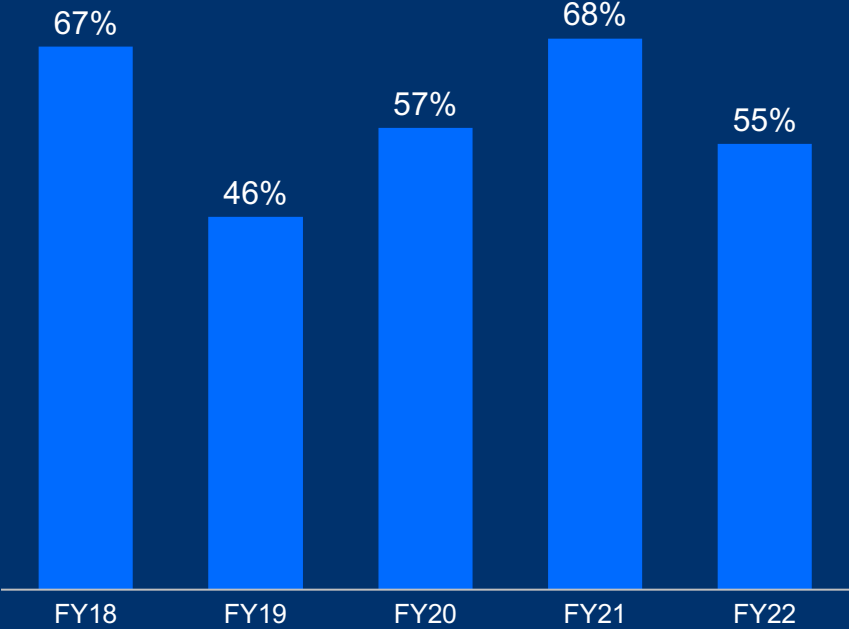
1. Excludes contribution from Western Australia customers transitioned to SaaS (effective 21 December 2020).

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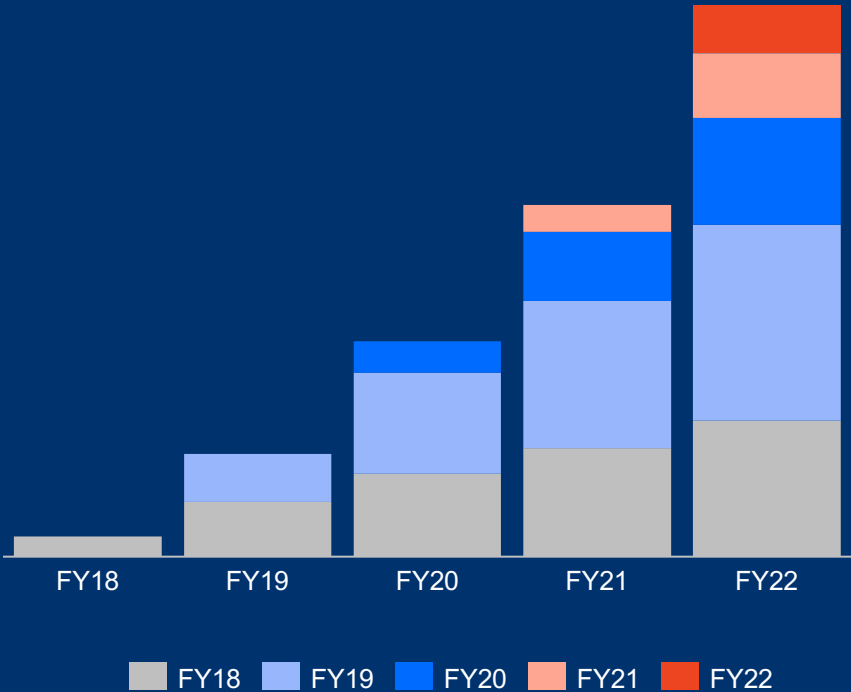
Lottery Retailing

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Acquisition spend as a % of new player revenue



Illustrative cumulative revenue contribution from new player cohorts



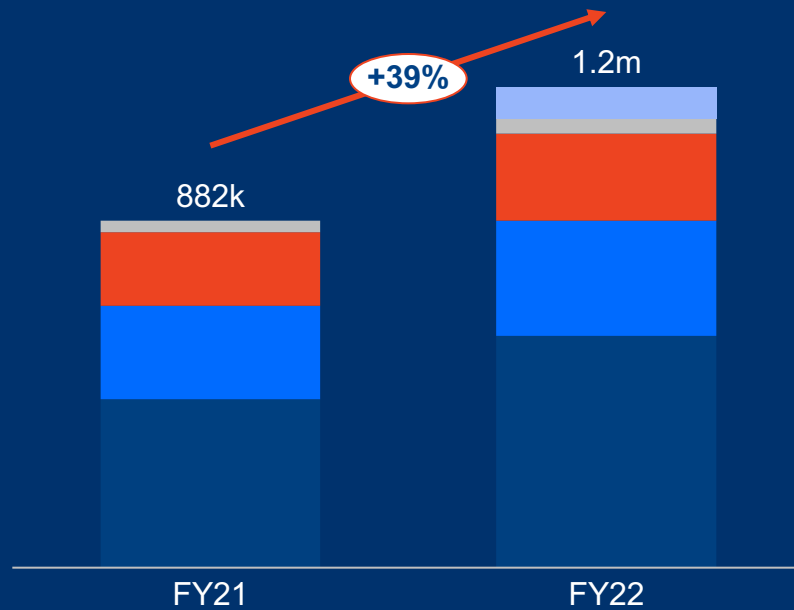
Software-as-a-Service (SaaS)

“The Jumbo team has worked brilliantly with Lotterywest to create an opportunity for shared growth, it’s the sort of creativity and collaboration that underpins our growing partnership in WA.”

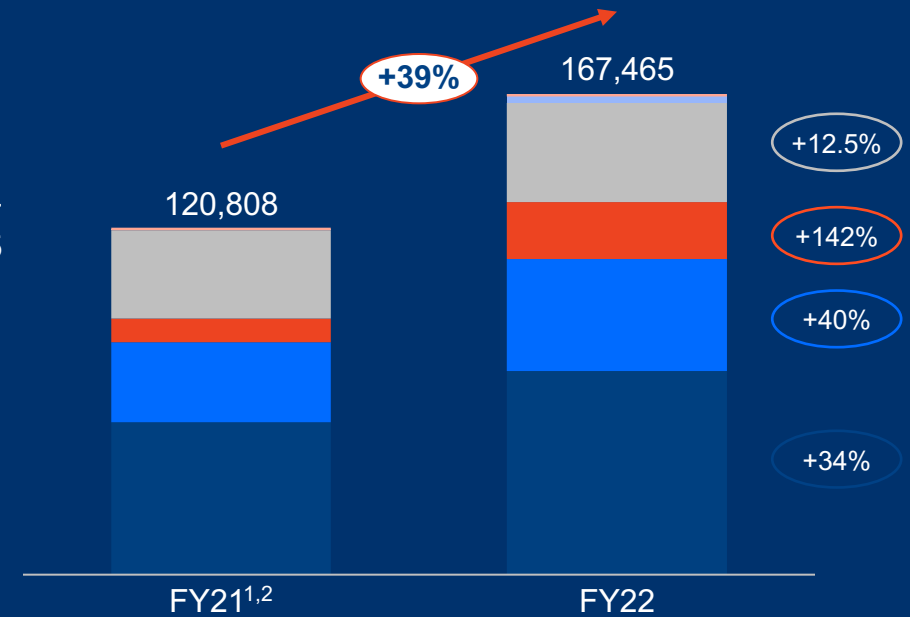
– Ralph Addis, CEO Lotterywest

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Active players



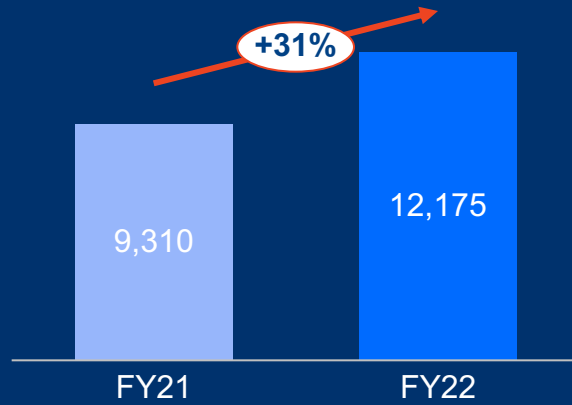
Underlying TTV (\$m)



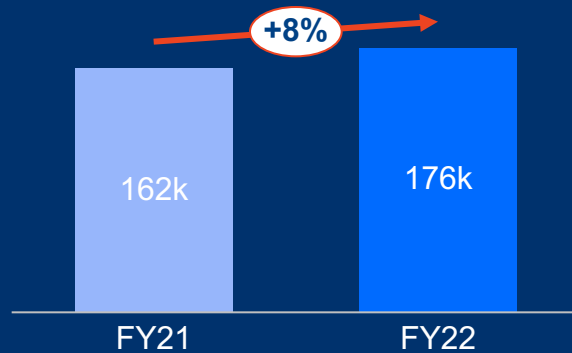
1. FY21 adjusted to reflect the effect of Western Australia customers (originally reported within Lottery Retailing) transferred to SaaS (effective 21 December 2020).
 2. Not all SaaS clients contributed to FY21 on a full run-rate basis.

Managed Services – Gatherwell

Gatherwell TTV (£m)



Gatherwell active players



Operational highlights

 **>11K**
Good causes supported on platform

 **190**
Charities

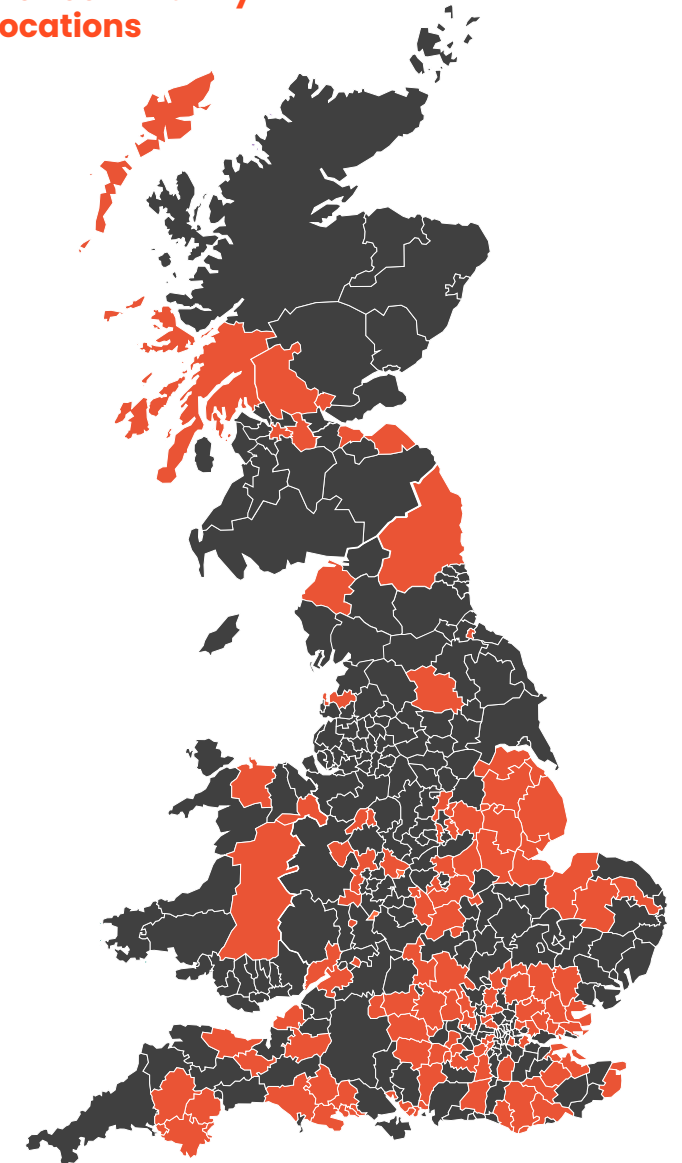
 **109**
Local Government Authorities
(total market ~400)

 **94%**
Customer satisfaction score¹

 **2.1k**
Schools using Your School Lottery
(total market ~30k)

 **+54**
Net promotor score¹

Gatherwell community lottery locations



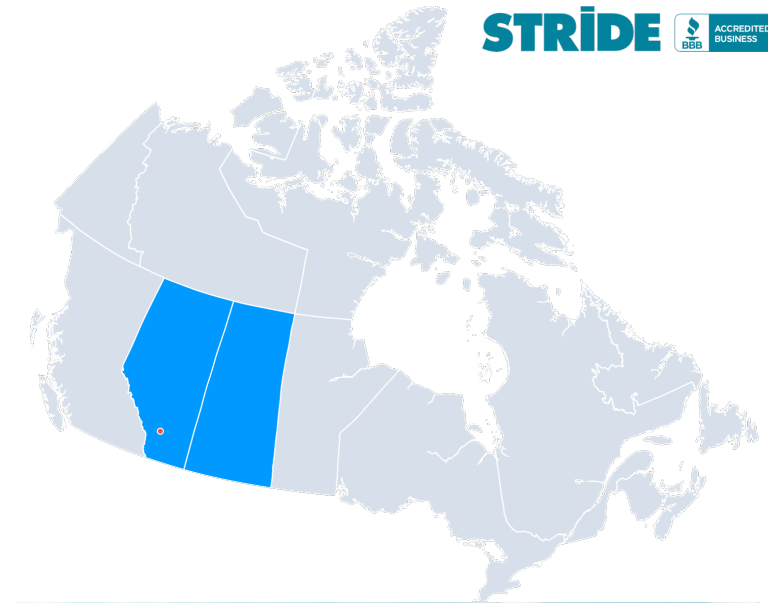
1. Average across two surveys performed in November 2021 and June 2022

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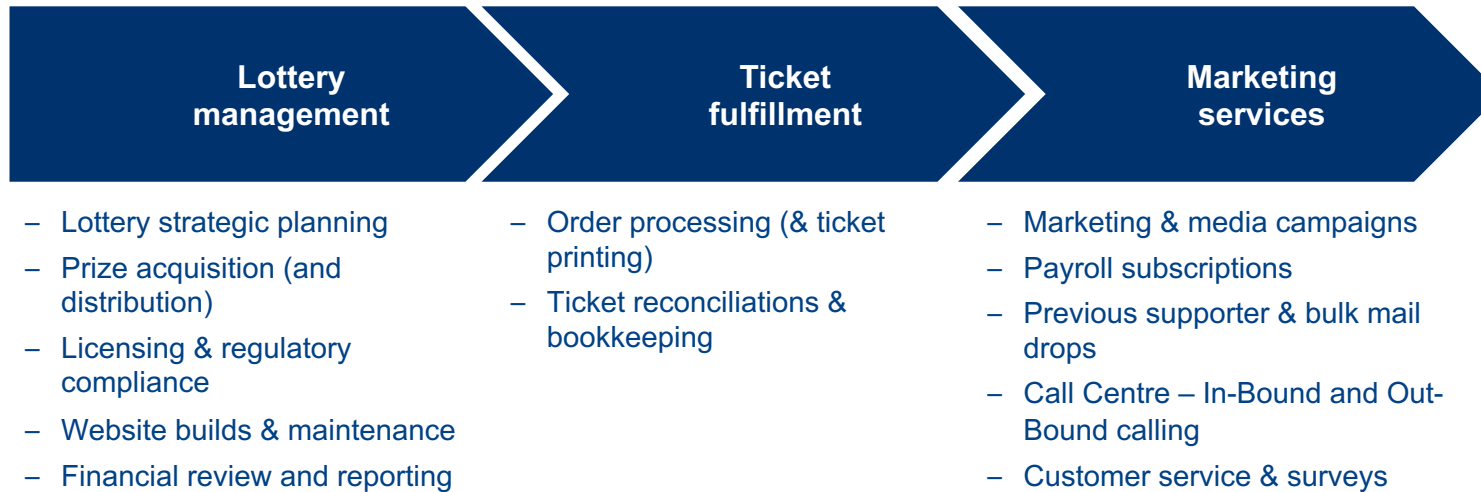
Managed Services – STRIDE

A leading Canadian External Lottery Manager focused on providing a full service offering to organisations seeking to fundraise via charitable lottery or a fully managed raffle product

- Founded in 1997
- >45 client projects
- >750k active players
- 27 full-time staff (with up to 75 rostered part-time call centre staff)
- C\$91m¹ in TTV
- ~10% market share nationally / ~40% market share in Alberta and Saskatchewan
- Industry leading Proprietary Electronic Raffle System (ERS) and certified by all provisional regulators where Stride operates
- >100 years of collective lottery experience across the senior leadership team



Stride offers a full service lottery model



The Children's Hospital Lottery celebrating its' >25 year anniversary, with Stride managing this campaign since day 1

1. For the 12 months ended 30 June 2022 (based on unaudited management accounts)

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Financial results

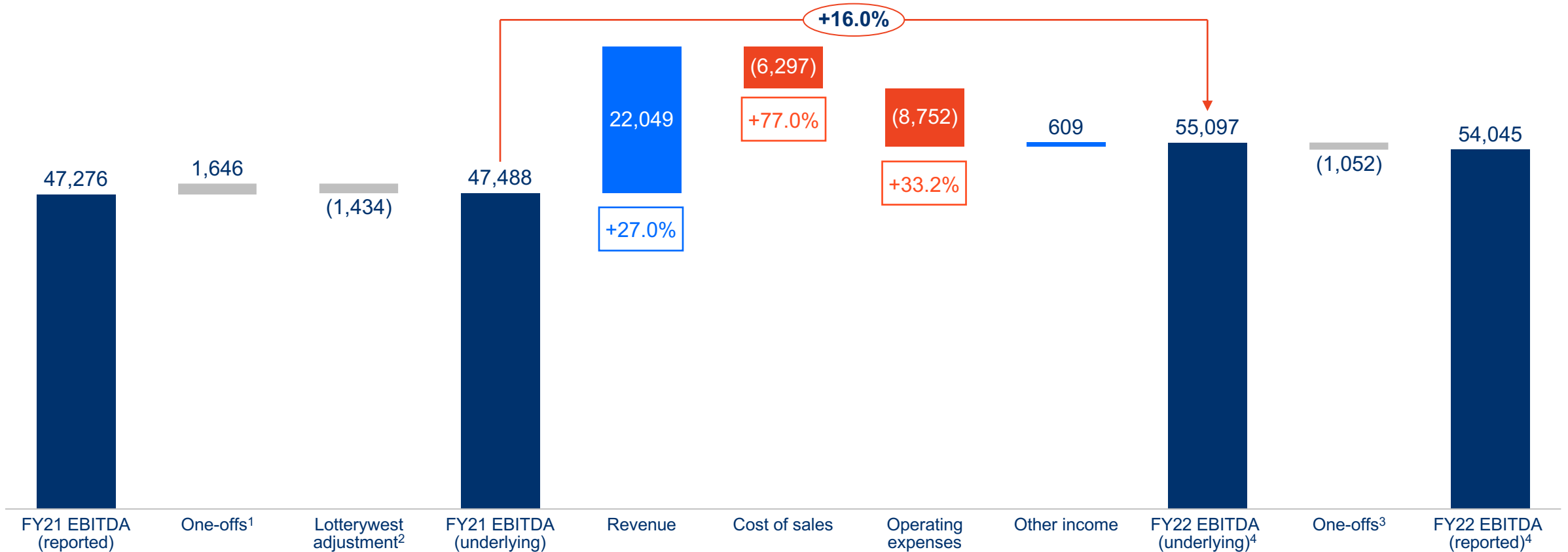


David Todd
CFO



Underlying EBITDA

Underlying EBITDA FY22 vs FY21 (\$'000)



1. Includes \$602k of acquisition expenses, \$867k of consulting and legal fees associated with the extension of the The Lottery Corporation agreement and \$177k FV movement on financial liabilities.

2. Adjustment to reflect the earnings impact from the transfer of Western Australia customers (originally reported within Lottery Retailing at a ~20% revenue margin) transferred to SaaS, effective 21 December 2020 (at a 9.5% revenue margin) – see Appendix for further detail.

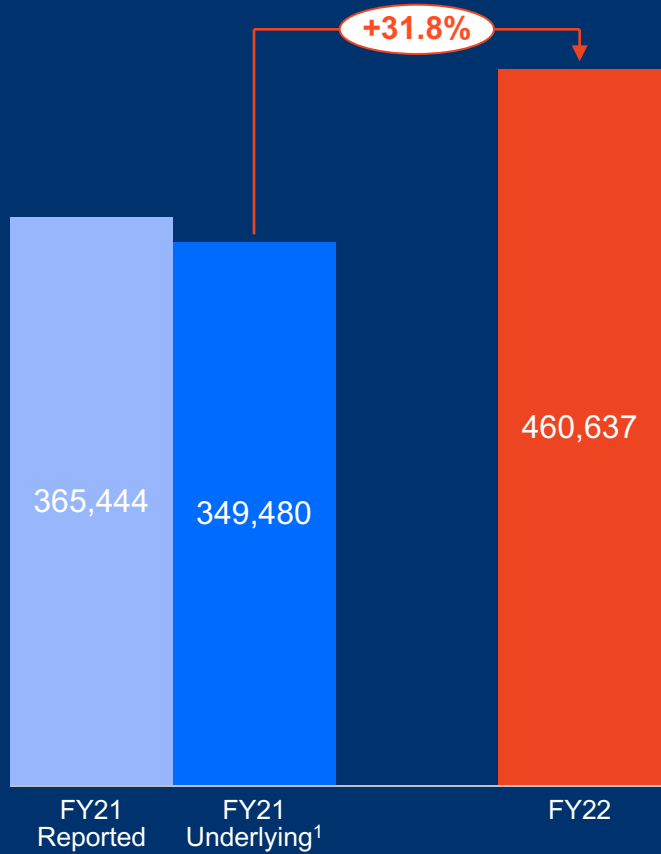
3. Includes \$973k of acquisition expenses, \$604k of one-off expenses relating to prior year charge backs and \$525k profit on sale of Intellitron Pty Ltd.

4. Includes 1-month contribution of \$80k from Stride (completed 1 June 2022) included within Managed Services segment.

Lottery Retailing

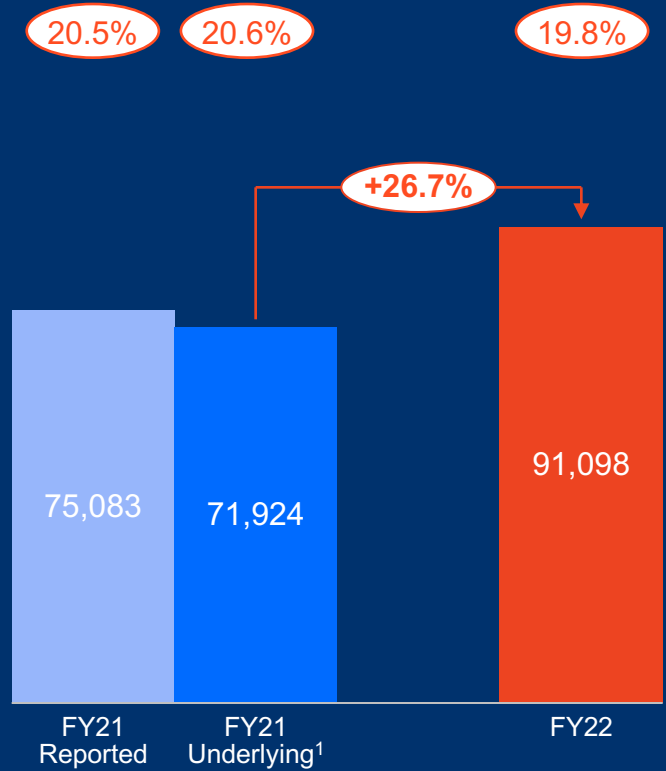
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TTV (\$'000)



Revenue (\$'000)

Revenue margin %



EBITDA (\$'000)

EBITDA margin %

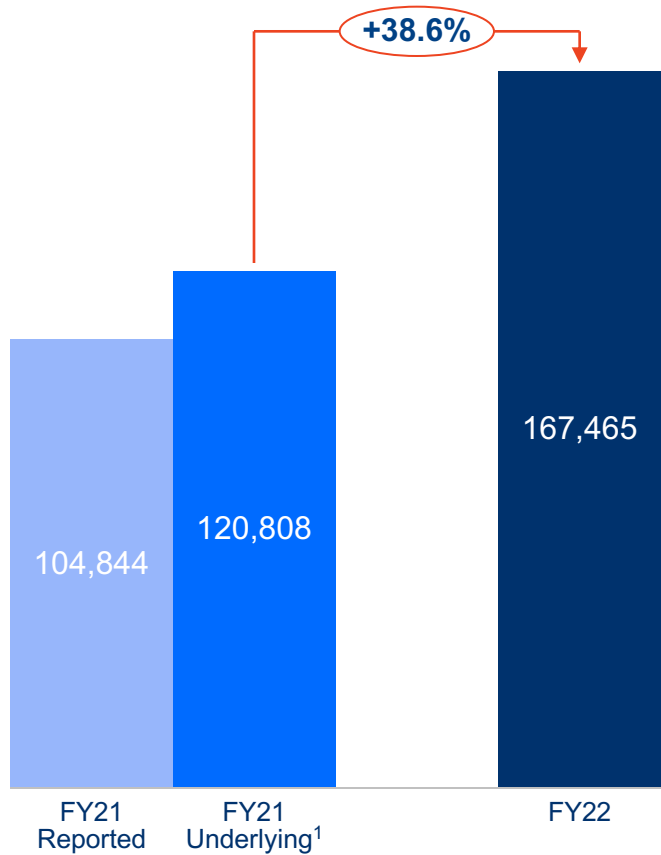


1. Adjusted to reflect the effect of Western Australia customers (originally reported within Lottery Retailing at a ~20% revenue margin) transferred to SaaS, effective 21 December 2020 (at a 9.5% revenue margin) – see Appendix for further detail

Software-as-a-Service (SaaS)

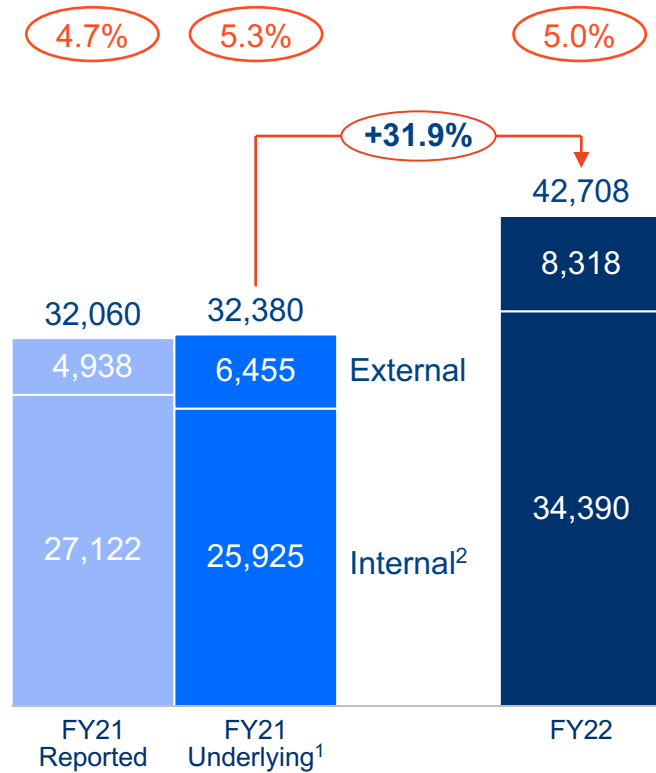
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TTV (\$'000)



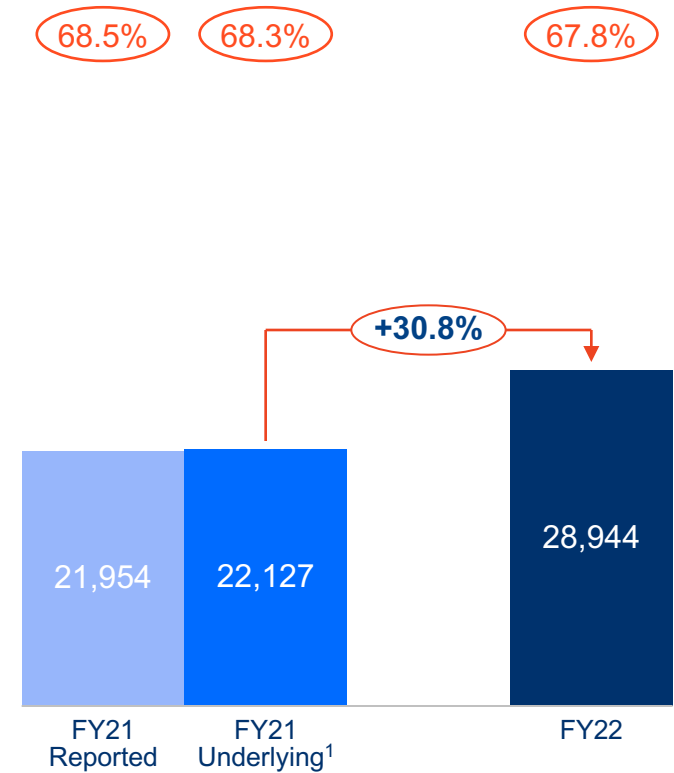
Revenue (\$'000)

External Revenue margin %



EBITDA (\$'000)

EBITDA margin %

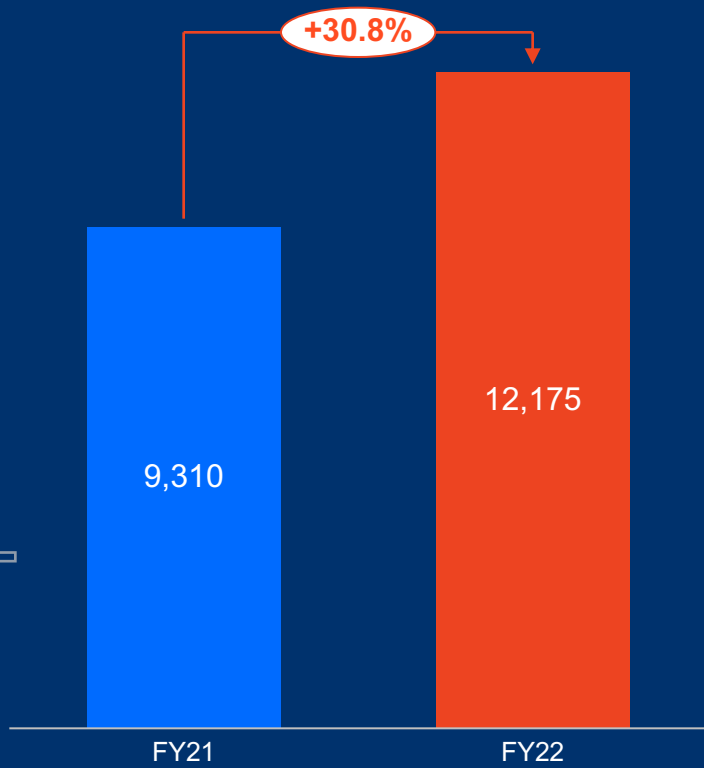


1. Adjusted to reflect the effect of Western Australia customers (originally reported within Lottery Retailing at a ~20% revenue margin) transferred to SaaS, effective 21 December 2020 (at a 9.5% revenue margin) – see Appendix for further detail
 2. Lottery Retailing pays a license fee (equivalent to 7.5% of relevant Lottery Retailing TTV) to SaaS, recognised in Lottery Retailing cost of sales and SaaS' internal revenue.

Gatherwell performing to model

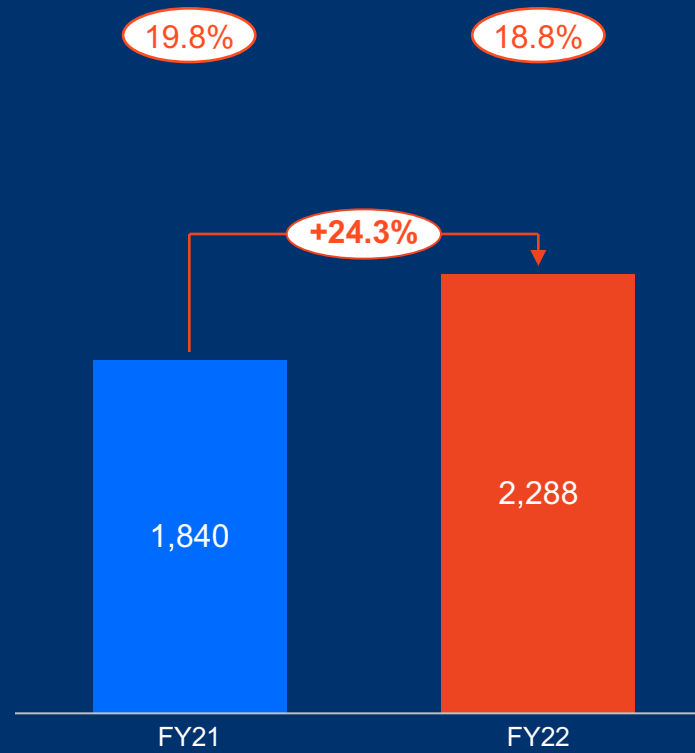
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Gatherwell TTV (£'000)



Gatherwell Revenue (£'000)

Revenue margin %



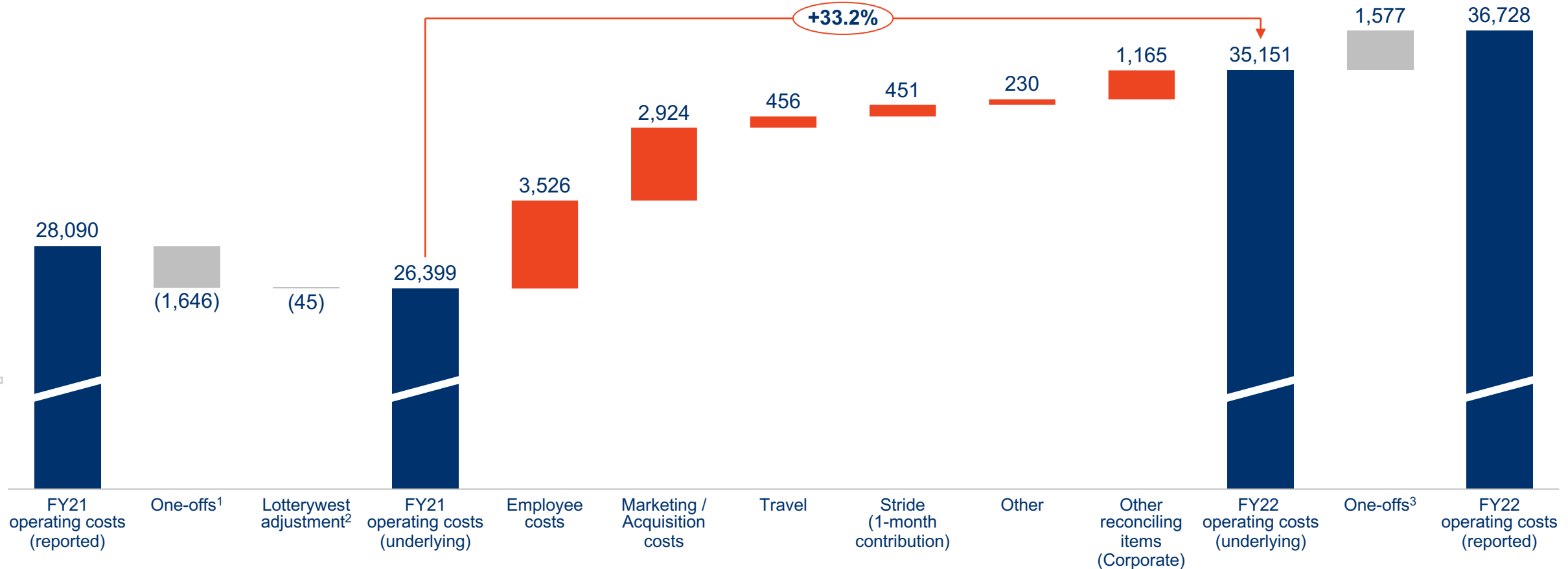
Gatherwell EBITDA (£'000)

EBITDA margin %



Established strong foundations to grow

Operating expenses FY22 vs FY21 (\$'000)



1. Includes \$602k of acquisition expenses, \$867k of consulting and legal fees associated with the extension of the The Lottery Corporation agreement and \$177k FV movement on financial liabilities.
 2. Adjustment to reflect the effect of Western Australia customers (and associated marketing/acquisition costs) transferred to SaaS, effective 21 December 2020 – see Appendix for further detail.
 3. Includes \$973k of acquisition expenses and \$604k of one-off expenses relating to prior year charge backs.

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Balance sheet strength

- Strong balance sheet as at 30 June 2022 with a cash balance of \$60.0m¹ (FY21: 53.8m¹)
- FY22 final ordinary dividend of 20.5cps reflects a payout ratio of 85.6% of statutory NPAT:
 - Record date: 2 September 2022
 - Payment date: 23 September 2022
- The Board continuously reviews and assesses Jumbo's capital management framework
- On 27 January 2022, Jumbo announced the conditional acquisition of the StarVale Group, a leading UK External Lottery Manager, to be funded via a new \$50m debt facility²
- The Board has resolved to adjust its targeted dividend payout ratio to a range of 65% to 85% of statutory NPAT following the completion of the StarVale acquisition (effective from FY23)
- The new dividend payout ratio will enhance Jumbo's flexibility to repay debt while maintaining a satisfactory dividend yield for shareholders
- Proposed on-market share buy-back of up to \$25 million

	30 Jun 2022 \$'000	30 Jun 2021 \$'000
Cash	68,930	63,139
Other current assets	6,096	5,380
Non-current assets	56,192	45,254
Total assets	131,218	113,773
Current liabilities	28,803	23,248
Non-current liabilities	9,432	5,199
Total liabilities	38,235	28,447
Net assets/equity	92,983	85,326

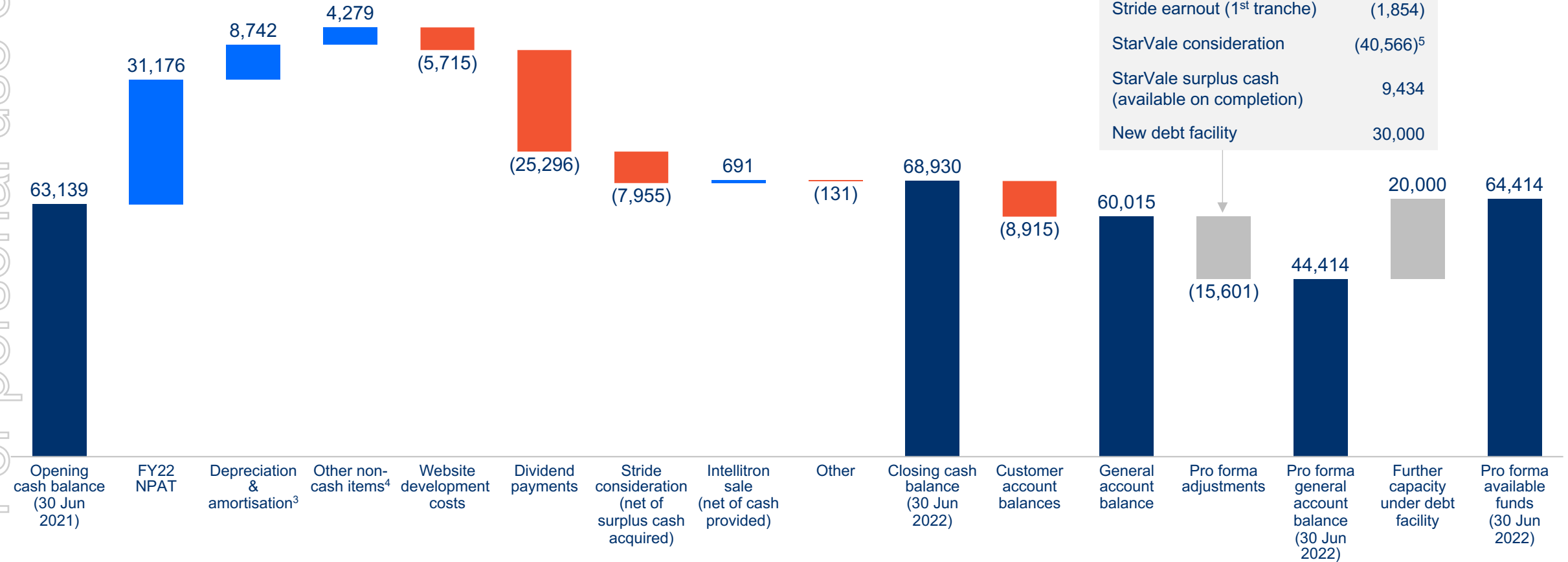
1. Excluding customer account balances of \$8.9m (FY21: \$9.3m).

2. \$50m senior debt facility for up to five years with an initial tranche of \$30m to be used for the acquisition of StarVale and a further \$20m available for future acquisitions and growth initiatives.

Balance sheet strength underpinned by **cash generation**

- Free cash flow of \$38.2m¹ (FY21: \$28.6m)
- Cash conversion ratio of 122.4%² (FY21: 106.2%)

Cashflow reconciliation (\$'000)



1. Operating cashflow less capex (excluding Stride consideration and sale of Intellitron Pty Ltd).

2. Free cash flow / NPAT.

3. Reflects amortisation of the \$15m capitalised The Lottery Corporation extension fee payment over its 10-year term and ongoing platform development costs amortised over a 5-year period.

4. Primarily reflects working capital movements.

5. Based on exchange rate of £0.53 = A\$1.00.

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Conclusion & FY23 Outlook



Mike Veverka
CEO and Founder

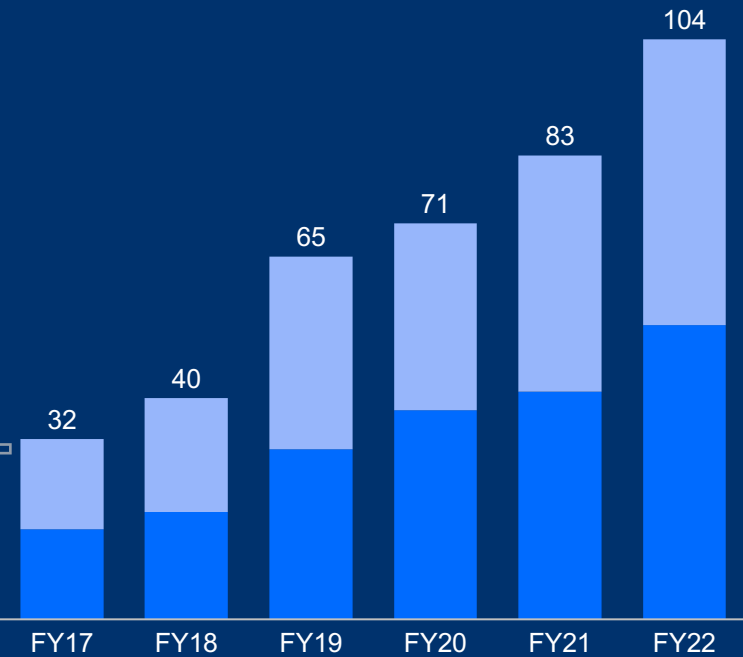


Successfully growing earnings and cash generation

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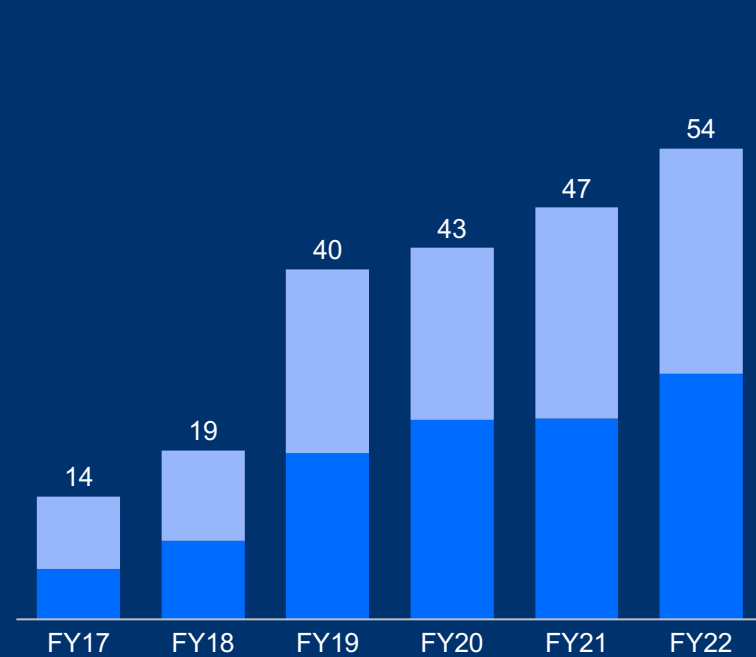
Revenue (\$m)

▲ +26% FY17 – FY22 CAGR



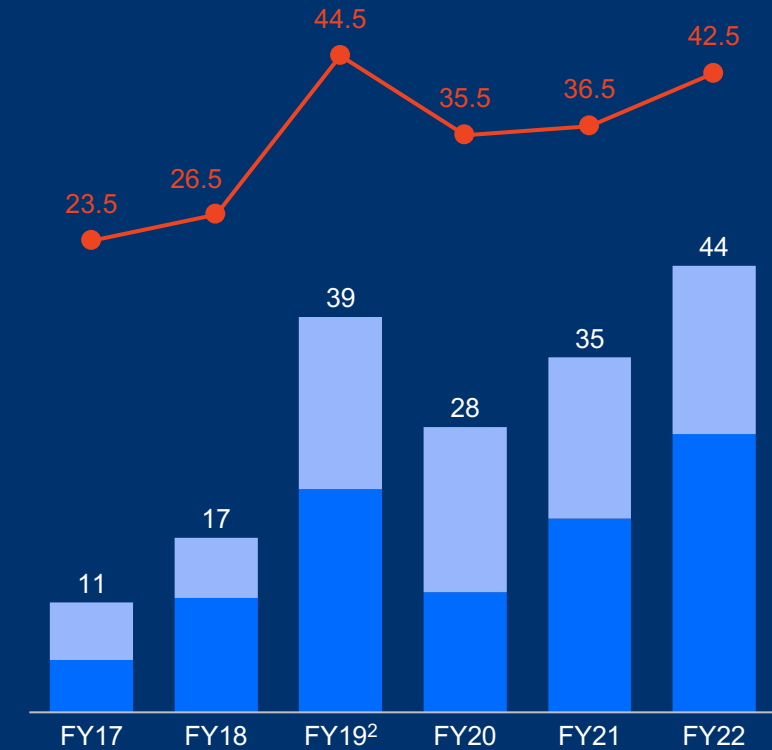
EBITDA (\$m)

▲ +31% FY17 – FY22 CAGR



Operating cashflow (\$m)

▲ +32% FY17 – FY22 CAGR



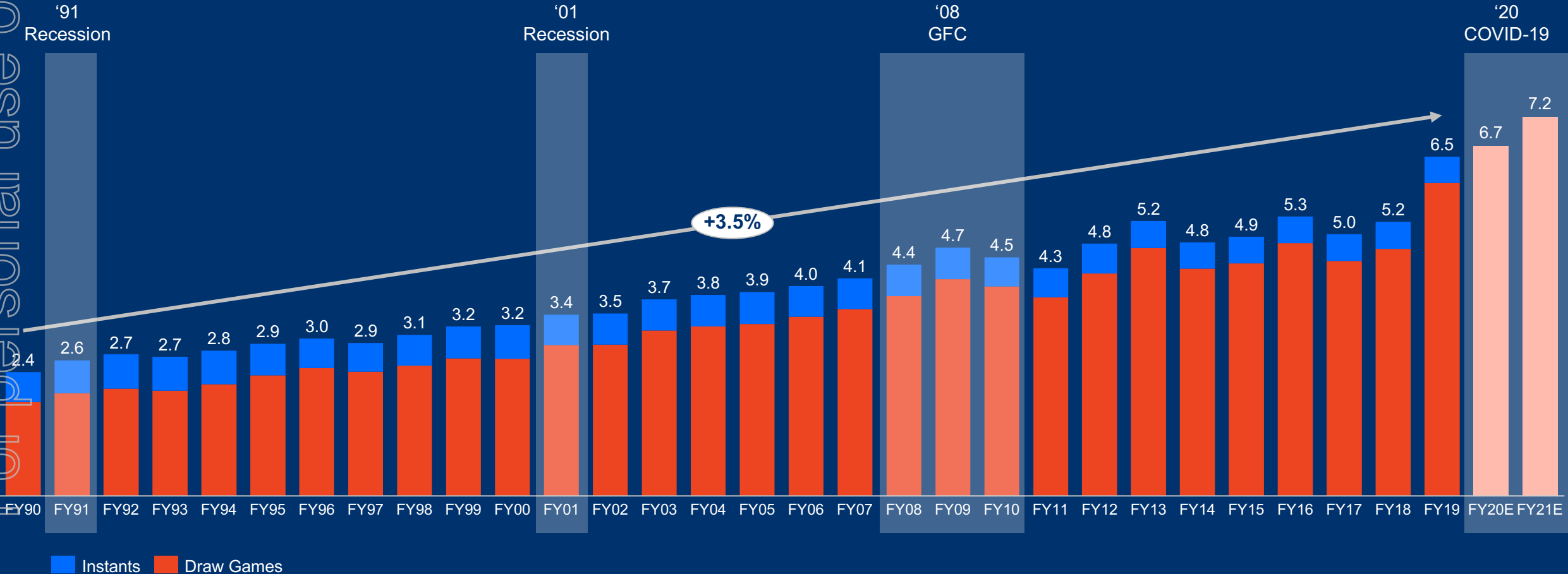
■ 2H ■ 1H ● Dividend declared (cps)¹

1. FY17, FY18 and FY19 include special dividends.
 2. Reflects timing impact where trade and other payables was \$22m (FY18:\$14m), as payments to The Lottery Corporation are a week in arrears.

Lotteries have proven to be highly resilient to recessions

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Australian lotteries sales over time (\$bn)^{1,2}



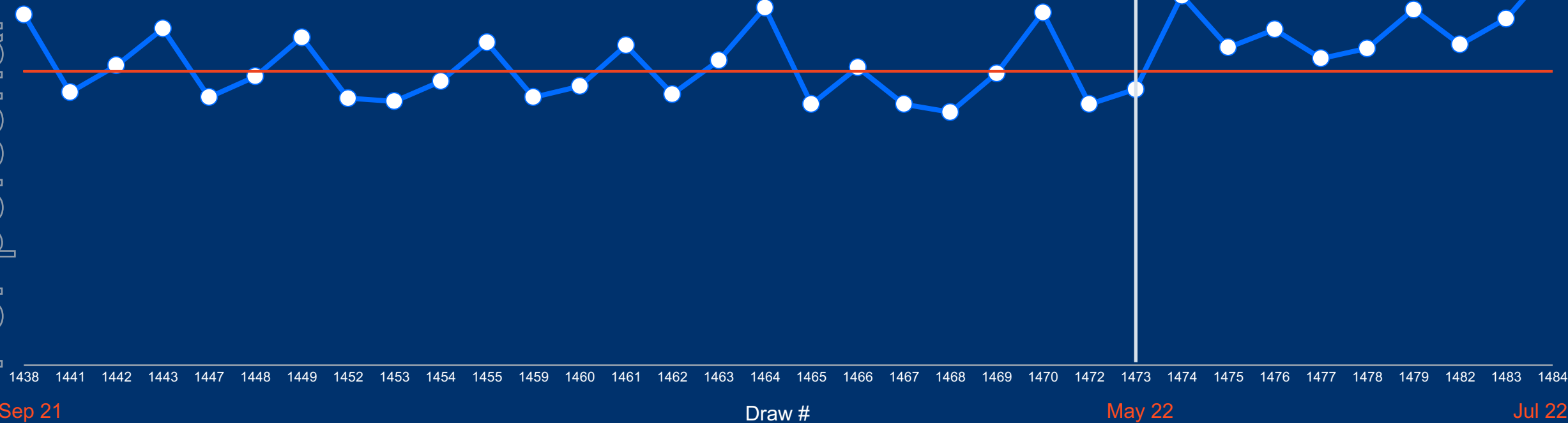
Source: Australian Gambling Statistics, Tabcorp financial reports.
 1. FY90 – FY19; excludes commission, June year end.
 2. FY20E & FY21E: estimated based on Tabcorp revenue growth.

OzLotto game change 2022 – average RPPU post game change (early days but looks positive)

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OzLotto RPPU¹ for jackpots ≤ \$10m (\$)

● RPPU
— Average RPPU (pre game change)



1. Revenue per paying user.
2. Increase in RPPU vs OzLotto average for draws between September 2021 and May 2022.

FY23 Outlook

Lottery Retailing*

- Cost of sales to be impacted by the increase in The Lottery Corporation service fee to 3.5% of the subscription price of tickets purchased¹ (2.5% in FY22)
- Marketing costs are expected to be in the range of 1.5% to 2.0% of Lottery Retailing TTV (FY22: 1.7%)

Group

(excluding Stride and StarVale)

- Underlying operating cost growth excluding Lottery Retailing marketing costs is anticipated to moderate with Jumbo targeting an increase of 20% to 22% (FY22: 33.2%)
- The underlying EBITDA margin is anticipated to be within a range of 48%-50% (FY22: 52.9%)

StarVale

- Anticipate regulatory approval by the end of Q1FY23

Capital Management

- Targeted dividend payout ratio range of 65% to 85% of statutory NPAT
- On-market share buy-back² of up to \$25m

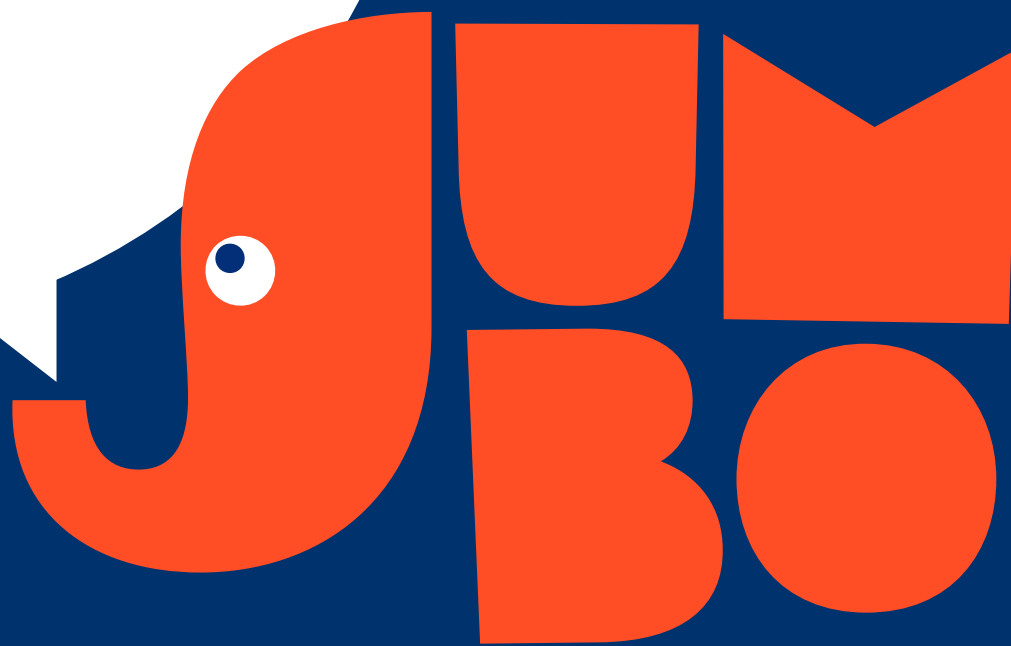
* Jackpots remain a significant driver of Lottery Retailing ticket sales (and revenue) and in any given year there is uncertainty as to the exact number and aggregate value of large jackpots.



1. Effective 13 July 2020, a service fee was introduced under the 10 year agreement with The Lottery Corporation (previously Tabcorp) (signed August 2020). The service fee is based on the cost of ticket purchases from The Lottery Corporation at 1.5% for FY21 purchases, 2.5% for FY2022 purchases, 3.5% for FY2023 purchases and 4.65% for FY2024 onward purchases. If the cost of ticket purchases exceeds \$400,000,000 in any applicable year then a service fee of 4.65% applies to the excess amount.

2. The on-market share buy-back will be conducted on an opportunistic basis from September 2022. The timing and number of shares to be purchased will depend on the prevailing share price and alternative capital deployment opportunities. Please refer to the accompanying Appendix 3C for further information relating to the on-market share buy-back. Jumbo reserves the right to vary, suspend or terminate the share buy-back program at any time.

Questions



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Supplementary Information

Jumbo investment highlights

Profitable and global growth underpinned by yield and positive sector dynamics



Pure play digital lottery specialist with best-in-class lottery software and digital marketing expertise



Capital light business model, with strong balance sheet



Growth underpinned by structural shift to digital lotteries



Founder-led, with experienced board and executive team with deep technology and lottery experience



Scalable financial model, attractive unit economics and cash generation

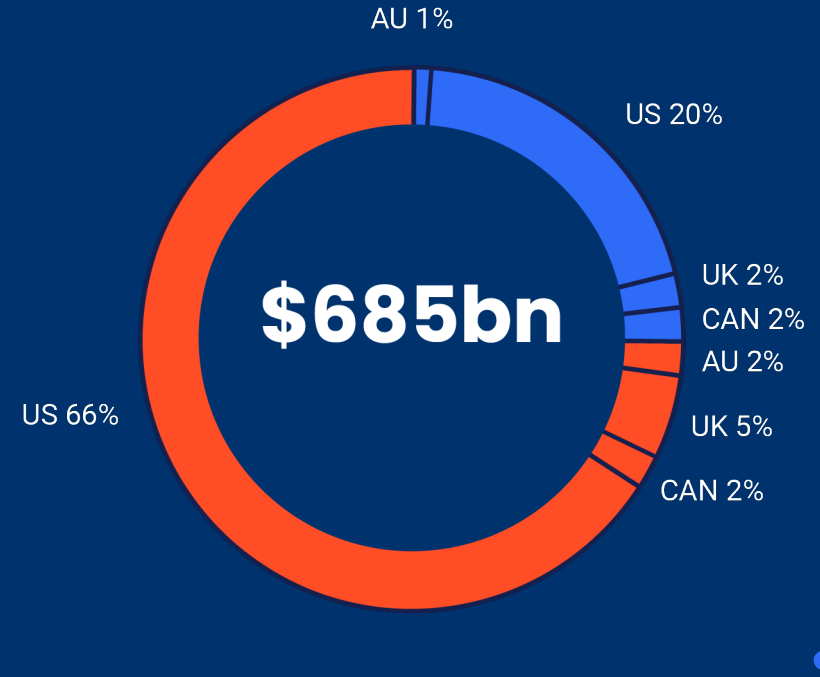


Unique culture, with an unrelenting focus on creating an unrivalled player experience

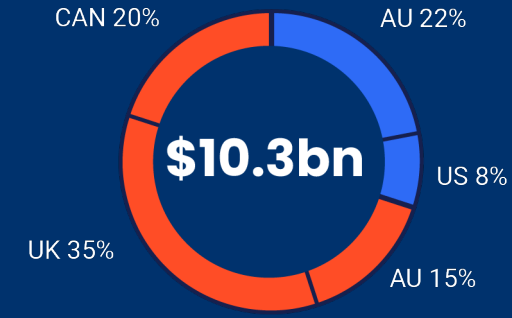
Large, growing and underpenetrated serviceable available market

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Total Addressable Market (TAM)¹



Serviceable Available Market (SAM)²



- Lottery Retailing 20%
- SaaS 30%
- Managed Services 50%

● Government ● Charity

1. Reflects total government lottery market in Australia and the US plus total individual charitable giving in Australia, UK and Canada.

2. Reflects the current portion of the market that can be acquired based on our existing business model, including existing product set and capabilities

Source: Australian Gambling Statistics, Tabcorp financial reports, Lotterywest Annual Report, ACNC (Australian Charities Report – 7th Edition), Charity Commission For England and Wales, The Giving Report 2022 (Canada),

La Fleur's 2021, The National Philanthropic Trust (which curates statistics from recent studies and reports on charitable giving in the U.S), North American Gaming Almanac 2020-21

All figures shown in Australian dollars (A\$1.00 = US\$0.71; £0.56 and C\$0.91)

FY22 Group consolidated results

	FY22 \$'000	FY21 \$'000	Variance %	2H22 \$'000	1H22 \$'000
TTV	659,924	486,981	35.5%	331,990	327,934
Revenue	104,251	83,319	25.1%	51,410	52,841
Cost of sales	(14,473)	(8,339)	73.6%	(7,221)	(7,252)
Gross profit	89,778	74,980	19.7%	44,189	45,589
Other revenue	995	386	>100%	767	228
Expenses	(36,728)	(28,090)	30.8%	(19,133)	(17,595)
EBITDA	54,045	47,276	14.3%	25,823	28,222
Depreciation and amortisation	(8,742)	(8,239)	6.1%	(4,444)	(4,298)
EBIT	45,303	39,037	16.1%	21,379	23,924
Net interest revenue	(66)	17	>100%	(29)	(37)
NPBT	45,237	39,054	15.8%	21,350	23,887
NPAT attributable to members	31,176	26,959	15.6%	14,768	16,408

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Reconciliation to FY22 reported earnings

	FY22 \$'000	FY21 \$'000
Underlying EBITDA	55,097	48,922
Underlying EBIT	46,355	40,683
Underlying NPAT	32,205	28,346
Add/(deduct) significant items		
- Profit on disposal of subsidiary	525 ³	
- Acquisition costs	(973) ¹	(602)
- Consulting and legal fees		(867)
- Chargebacks in years prior to FY22	(604) ²	
- Fair value movement on financial liabilities		(177)
EBITDA	54,045	47,276
EBIT	45,303	39,037
Taxation benefit	23	259
NPAT	31,176	26,959

1. Acquisition costs relate to the acquisition of Stride in Canada on 1 June 2022 and StarVale Group in the United Kingdom with a conditional purchase agreement signed 27 January 2022.

2. During a regular internal review of processes and procedures, disputed transactions totalling \$604,000 relating to periods prior to FY2022 were identified as having been found in favour of the cardholder but had not yet been expensed appropriately, and a one-off expense has now been recognised in FY2022.

3. Profit on disposal of subsidiary relates to the sale of the lightningpayroll.com.au business (Intellitron Pty Ltd).

FY22 Group results overview – underlying performance

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	Reported FY21 \$'000	Lotterywest Adjustment ¹ \$'000	Underlying FY21 \$'000	Reported FY22 \$'000	Variance %
TTV	486,981	-	486,981	659,924	35.5%
Revenue	83,319	(1,642)	81,677	104,251	27.6%
Revenue margin	17.1%	-0.3%	16.8%	15.8%	-1.0%
Underlying operating costs ²	(26,444)	45	(26,399)	(35,151)	33.2%
Underlying EBITDA ²	48,922	(1,434)	47,488	55,097	16.0%
Underlying EBITDA margin ²	58.7%	-0.6%	58.1%	52.9%	-5.3%
Underlying NPAT ²	28,346	(1,004)	27,342	32,205	17.8%
Underlying EPS ² (cps)	45.4	(1.6)	43.8	51.5	17.6%
Operating cashflow	35,116	-	35,116	44,193	25.8%
Interim dividend declared (cps)	36.5	-	36.5	42.5	16.4%

1. Western Australia customers originally reported within Lottery Retailing (revenue margin ~20%) were transferred to SaaS (revenue margin 9.5%), effective 21 December 2020. NPAT adjustment assumes 30% tax rate.

2. Underlying operating costs, EBITDA and NPAT reflect reported figures adjusted for one-off costs of \$1,646k.

Lotterywest adjustments - detail

		FY21 Reported \$'000	Lotterywest adjustment ¹ \$'000	FY21 Underlying \$'000	FY22 Reported \$'000	Variance %
TTV	Lottery Retailing	365,444	(15,964)	349,480	460,637	31.8%
	SaaS	104,844	15,964	120,808	167,465	38.6%
	Managed Services	16,693		16,693	31,822	90.6%
	Group	486,981	-	486,981	659,924	35.5%
Revenue	Lottery Retailing	75,083	(3,159)	71,924	91,098	26.7%
	SaaS	32,060	320	32,380	42,708	31.9%
	- Internal	27,122	(1,197)	25,925	34,390	32.7%
	- External	4,938	1,517	6,455	8,318	28.9%
	Managed Services	3,298		3,298	4,835	46.6%
	<i>Intersegment elimination²</i>	(27,122)	1,197	(25,925)	(34,390)	32.7%
	Group	83,319	(1,642)	81,677	104,251	27.6%
Cost of sales	Lottery Retailing	(34,974)	1,507 ³	(33,467)	(48,002)	43.4%
	SaaS	(134)	(147) ³	(281)	(317)	12.8%
	Managed Services	(353)		(353)	(544)	54.1%
	<i>Intersegment elimination</i>	27,122	(1,197)	25,925	34,390	32.7%
	Group	(8,339)	163	(8,176)	(14,473)	77.0%

1. Western Australia customers originally reported within Lottery Retailing (revenue margin ~20%) were transferred to SaaS, effective 21 December 2020 (revenue margin 9.5%), effective 21 December 2020.

2. Lottery Retailing pays a license fee (equivalent to 7.5% of relevant Lottery Retailing TTV) to SaaS, recognised in Lottery Retailing cost of sales and SaaS' internal revenue.

3. Lottery Retailing: Adjustment relates to reduced license fee (7.5% of relevant Lottery Retailing TTV), pro-rated impact of The Lottery Corporation service fee (1.5% of subscription ticket costs) and merchant fees;

SaaS: Adjustment relates to merchant fees.

Lotterywest adjustments - detail

		FY21 Reported \$'000	Lotterywest adjustment ¹ \$'000	FY21 Underlying \$'000	FY22 Reported \$'000	Variance %
Gross profit	Lottery Retailing	40,109	(1,652)	38,457	43,096	12.1%
	SaaS	31,926	173	32,099	42,391	32.1%
	Managed Services	2,945	-	2,945	4,291	45.7%
	Group	74,980	(1,479)	73,501	89,778	22.1%
Operating costs	Lottery Retailing	(9,729)	45 ²	(9,684)	(12,984)	34.1%
	SaaS	(9,972)		(9,972)	(13,447)	34.8%
	Managed Services	(2,031)		(2,031)	(3,447)	69.7%
	Corporate	(6,358)		(6,358)	(6,850)	7.7%
	Group	(28,090)	45²	(28,045)	(36,728)	31.0%
EBITDA	Lottery Retailing	30,380	(1,607)	28,773	30,112	4.7%
	SaaS	21,954	173	22,127	28,944	30.8%
	Managed Services	914		914	844	-7.7%
	Corporate	(5,972)		(5,972)	(5,855)	-2.0%
	Group	47,276	(1,434)	45,842	54,045	17.9%

1. Western Australia customers originally reported within Lottery Retailing (revenue margin ~20%) were transferred to SaaS, effective 21 December 2020 (revenue margin 9.5%), effective 21 December 2020. NPAT adjustment assumes 30% tax rate.

2. Adjustment relates to pro-rated marketing/acquisition costs.

FY22 result – segmental information

	Lottery Retailing \$'000	SaaS \$'000	Managed Services \$'000	Intersegment eliminations \$'000	Total \$'000
TTV	460,637	167,465	31,822	-	659,924
- Company	460,637	-	-	-	460,637
- Third-party	-	167,465	31,822	-	199,287
Total segment sales revenue from external customers	91,098	8,318	4,835	-	104,251
Intersegment sales revenue	-	34,390	-	(34,390)	-
Total segment sales revenue	91,098	42,708	4,835	(34,390)	104,251
Cost of sales	(48,002)	(317)	(544)	34,390	(14,473)
Gross profit	43,096	42,391	4,291	-	89,778
Employee benefits expense	(2,937)	(9,427)	(2,230)	-	(14,594)
Marketing expenses	(7,850)	(463)	(252)	-	(8,565)
Technology expenses	(163)	(1,369)	(148)	-	(1,680)
Other expenses ¹	(2,034)	(2,188)	(817)	-	(5,039)
Operating expenses	(12,984)	(13,447)	(3,447)	-	(29,878)
Total segment EBITDA	30,112	28,944	844	-	59,900
Other reconciling items (Corporate) ²					(6,850)
Other revenue					995
Consolidated EBITDA					54,045

1. Includes finance, consulting and legal, office and other costs.

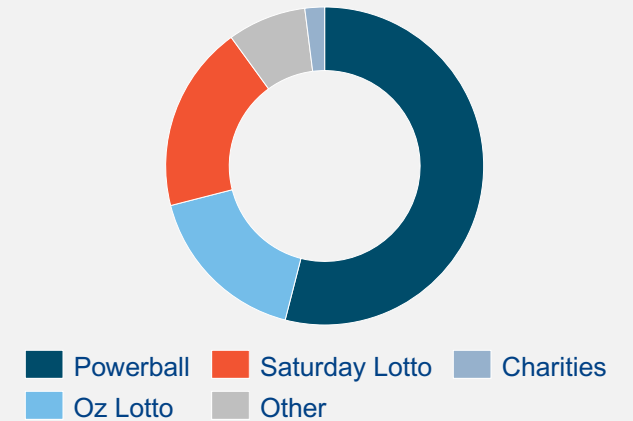
2. Includes sovereign costs e.g. Directors' fees, CEO/CFO employee costs, share-based payments, consulting & legal costs, insurance etc.

Lottery Retailing

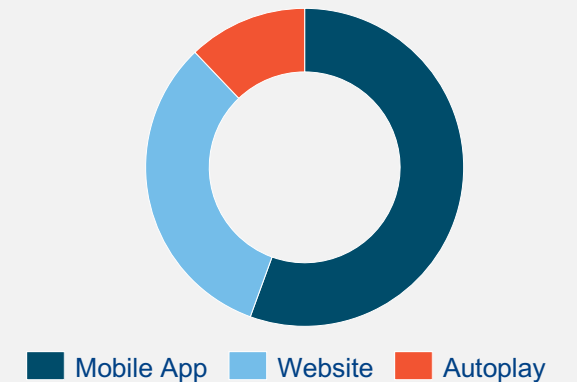
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	FY22	FY21 ¹	Variance %
TTV (\$'000)	460,637	349,480	31.8%
Revenue (\$'000)	91,098	71,924	26.7%
Revenue margin (%)	19.8%	20.6%	-0.8%
Cost of sales ¹ (\$'000)	(48,002)	(33,467)	43.4%
Operating expenses (\$'000)	(12,984)	(9,684)	34.1%
EBITDA (\$'000)	30,112	28,773	4.7%
Number of jackpots ≥ \$15m	43	38	13.2%
Average Division 1 jackpots of ≥ \$15m (\$m)	40.7	31.8	27.8%
Peak Division 1 jackpot during the half year period (\$m)	120	80	50.0%
Aggregate Division 1 jackpots on offer during the half year period (\$m)	1,750	1,210	44.6%
Number of new online accounts for the half-year period	395,916	243,206	62.8%
Cost per lead (\$)	18.33	20.42	-10.2%
Number of active players for the previous 12 month period	918,832	766,263	19.9%
Average spend per active online player (\$)	475.13	424.29	12.0%
Marketing costs as a % of TTV	-1.70%	-1.52%	-0.18%

TTV by product (%)



TTV by platform (%)



¹ = Adjusted to reflect Western Australia customers (originally reported in Lottery Retailing), transferred to SaaS (effective 21 December 2020).

1. Effective 13 July 2020, a service fee was introduced under the 10 year agreement with The Lottery Corporation (previously Tabcorp) (signed August 2020). The service fee is based on the cost of ticket purchases from The Lottery Corporation at 1.5% for FY21 purchases, 2.5% for FY2022 purchases, 3.5% for FY2023 purchases and 4.65% for FY2024 onward purchases. If the cost of ticket purchases exceeds \$400,000,000 in any applicable year then a service fee of 4.65% applies to the excess amount.

Managed Services

	FY22	FY21
TTV	31,822	16,693
– Gatherwell	22,044	16,502
– Jumbo Fundraising	710	191
– Stride ¹	9,068	-
Revenue	4,835	3,298
– Gatherwell	4,069	3,249
– Jumbo Fundraising	148	49
– Stride ¹	618	-
EBITDA	844	914
– Gatherwell	1,156	1,151
– Jumbo Fundraising	(392)	(237)
– Stride ¹	80	-

1. Stride completed on 1 June 2022.

Note: all figures shown in Australian dollars.

Stride¹ financials

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	Actuals 12 months to 30 Sep 2021 C\$'000 ²	Actuals 12 months to 30 Jun 2022 C\$'000 ²	Actuals 12 months to 30 Jun 2022 A\$'000 ³	1-month contribution to FY22 Group result ⁴	
				C\$'000 ²	A\$'000 ³
TTV	100,103	91,363	101,968	8,331	9,068
Revenue	6,240	6,167	6,883	568	618
EBITDA	2,433	2,587	2,887	73	80
NPBT	2,282	2,456	2,741	73	80
Revenue margin	6.2%	6.7%	6.7%	n/a	n/a
EBITDA margin	39.0%	41.9%	41.9%	n/a	n/a

1. Stride completed on 1 June 2022.

2. Based on management accounts (unaudited).

3. Based on exchange rate of C\$0.90 = A\$1.00.

4. Stride's revenue generation is impacted by the timing of campaigns and hence a 1-month contribution should not be extrapolated for the full-year.

Financial framework and P&L drivers

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	Lottery Retailing	Software-as-a-Service	Managed Services	Corporate
A Revenue	% of TTV	<ul style="list-style-type: none"> % of third party TTV Intersegment fee: % of relevant Lottery Retailing TTV² 	% of TTV ⁴	
B COS	<ul style="list-style-type: none"> Tabcorp service fee - % of subscription ticket costs¹ Intersegment fee – % license fee of relevant Lottery Retailing TTV² Merchant fees - % of TTV Other includes scratch ticket production costs for Fiji 	Merchant fees - % of TTV ³	Merchant fees - % of TTV	
C Opex	<ul style="list-style-type: none"> Marketing costs Employee costs Other expenses include general & administrative costs 	<ul style="list-style-type: none"> Technology costs Employee costs Other expenses include general & administrative costs 	<ul style="list-style-type: none"> Employee costs Other expenses include general & administrative costs 	<ul style="list-style-type: none"> Sovereign costs e.g. Directors' fees, CEO/CFO costs, share-based payments, consulting & legal costs, insurance etc
EBITDA	A – B – C			
Underlying EBITDA	EBITDA excluding significant one-off items (non-operating/non-recurring expenses)			

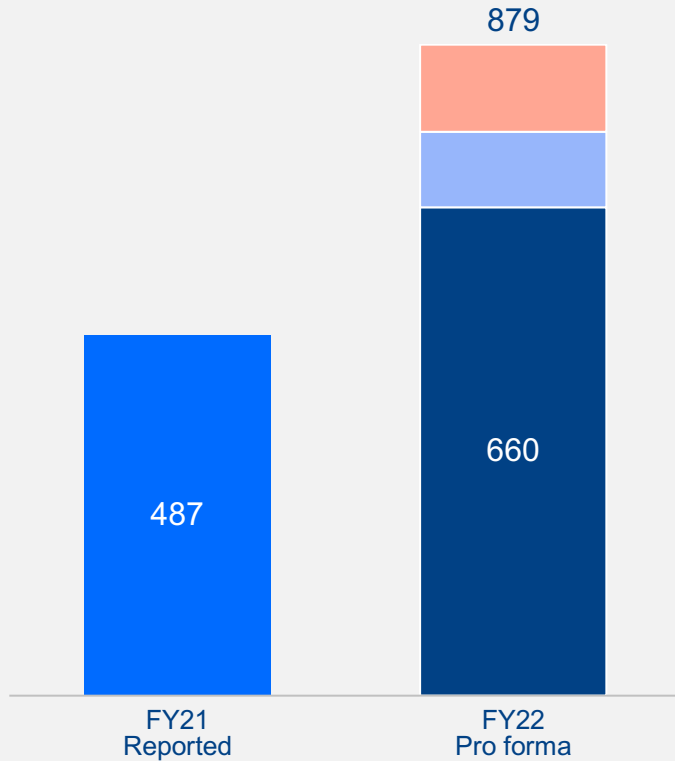
- Effective 13 July 2020, a service fee was introduced under the 10 year agreement with The Lottery Corporation (previously Tabcorp) (signed August 2020). The service fee is based on the cost of ticket purchases at 1.5% for FY21 purchases, 2.5% for FY2022 purchases, 3.5% for FY2023 purchases and 4.65% for FY2024 onward purchases. If the cost of ticket purchases exceeds \$400,000,000 in any applicable year then a service fee of 4.65% applies to the excess amount.
- Lottery Retailing pays a license fee (equivalent to 7.5% of relevant Lottery Retailing TTV) to SaaS, recognised in Lottery Retailing cost of sales and SaaS' internal revenue. This is netted off through an intersegment elimination on consolidation.
- Merchant fees incurred for Lotterywest only, equivalent to ~0.95% of Lotterywest TTV.
- FY22 principally reflects Gatherwell, as the Stride acquisition completed on 1 June. Following completion StarVale, the blended revenue margin will be lower in FY23 – revenue generated from these businesses reflects the contractual arrangements in place and services provided rather than a % of TTV revenue model.

FY22 pro forma financials (Stride + StarVale)

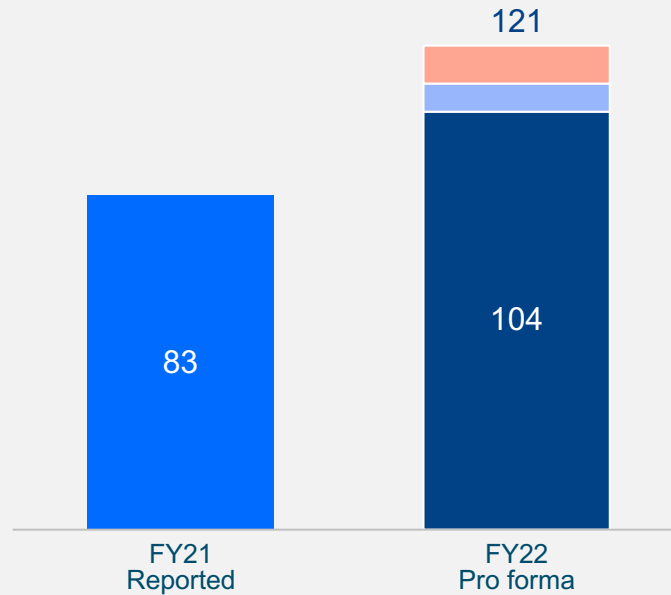
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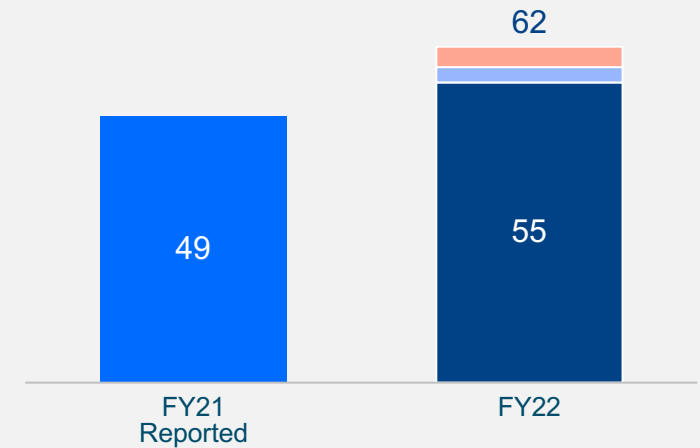
TTV (\$m)



Revenue (\$m)



Underlying EBITDA¹ (\$m)



EBITDA margins	
FY22 reported	52.9%
Stride	41.9%
StarVale	38.9%
Group (pro-forma)	51.1%

FY22 Reported
 Stride²
 StarVale³
 FY21

1. Reported EBITDA adjusted for one-off items.
 2. Based on exchange rate of C\$0.90 = A\$1.00.
 3. Based on exchange rate of £0.57 – A\$1.00; pending regulatory approval, expected by the end of Q1FY23.